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"Portable Mom" serves lunch



Co-op buying for schools • Kansas



Secretary Butz talks to ASFSA



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Outdoor dining in Canyon del Oro



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Secretary Butz Talks About School Lunch



The following article is an excerpt from an address Secretary of Agriculture Earl L. Butz delivered before the 28th Annual Convention of the American School Food Service Association in Washington, D.C.

The Department of Agriculture has responsibility for a broad spectrum of activities. It has emphasized science and research, innovation and development in our whole food and fiber machine. But the Department's resources are limited and must be allocated among many requests for them.

In this past fiscal year, the food programs absorbed approximately 65 to 68 percent of our total budget. These programs include the food stamp and child nutrition programs, a new pilot supplemental program for mothers, infants and children, and various other programs.

I can see the time coming when Congress will place a ceiling on the budget, then turn to the Appropriations Committee for Agriculture and say, "This is your cut of the pie

now do with it what you can."

I wonder if the time will come when the Department will be hard pressed to finance essential services like meat inspection, for example; or the Forest Service, the custodian of one of our great renewable resources; or soil conservation; or our research program which includes among other things, research in human nutrition.

Government now absorbs 34 percent of our Gross National Product. That's all government at all levels—government from the township to the county to the city to the State to the Nation. I think 34 percent is about high enough, and responsible members of Congress are taking the same stand. We are going to have a fiscally responsible budget, and we are going to stop monetizing the deficit, which simply raises prices. This is the setting in which we find ourselves now.

There was a move afoot to transfer the food services, and especially the food stamp program, from the Department of Agriculture to the Department of Health, Education and Welfare. Although it was not a popular move in many quarters, I not only strongly supported the move, I initiated it. I did it because I believe in the feeding programs. I think we have made a substantial advance in meeting our commitment to abolish poverty-related hunger in the land. This Nation is productive and affluent enough that we can no longer tolerate pockets of malnutrition, hunger, bad housing, poor education or bad health.

However, the problem now lies in finding the most effective means to deal with the remaining pockets of malnutrition and hunger. We have expanded the food stamp program to the point where close to 15 million Americans presently receive food stamp assistance. On the whole, it is very well run: the people in Washington and in the States do a great job of administering a very difficult program. And now the question is: How do we get maximum return for each dollar expended?

Philosophically, the food stamp program is essentially an income supplement program and, perhaps, the best kind of welfare program we

We are reaching more needy youngsters than ever before, and this has been a very important effort in the Department of Agriculture.

could have. Logically, then, the program belongs as an integrated part of a general welfare program, and not in the Department of Agriculture.

The food distribution and food stamp programs began at a time when the government had surplus commodities. When I served some 15 or 18 years ago as Assistant Secretary of Agriculture, we had some 540 million pounds of butter, over 500 million pounds of cheese and a great deal of dried skim milk and various other foods. The object was to get rid of as much as possible. But those days are past, which is one of the reasons for the recommendation to phase out the direct commodity distribution system and give cash instead.

It's the first time in many, many years that the United States Government has not been in the commodity business. We have turned our farm program around, I hope permanently. Farmers are producing for market now. The United States' warehouses and granaries and bins are no longer a place to store the produce from our farms.

For 40 years, except in short war-time periods, we have had a philosophy in this country of curtailment, of cutback, of restriction, of quotas. It did not bring farm prosperity, except in war, nor did it expand markets for our products. It simply piled them up in government hands, costing us, as recently as 2 years ago, a million dollars a day for storage. Now we have turned that around.

Our new philosophy will free our farmers and the enormous productive capacity we have in America. And one of the great tools we have as we try to build a structure of world peace, is this tremendous food

plant in America. With critical food problems facing the world as well as our own country, it is important to follow a policy that encourages farmers to make full use of the conditions existing today.

I am convinced there is no food security problem. However, the best, and perhaps the only form of food security is full production. This means we must give farmers the maximum incentive to produce, and our farmers will get a clearer signal to produce fully, if the government is not competing with them. Production will be highest when American farmers see a profit signal in the marketplace, rather than a government signal based on quotas.

It is not the function of the American taxpayer to maintain food reserves. However, we need to have reserves. We do have reserves and we will continue to have them. The question is who will own them, the government or farmers and the private trade.

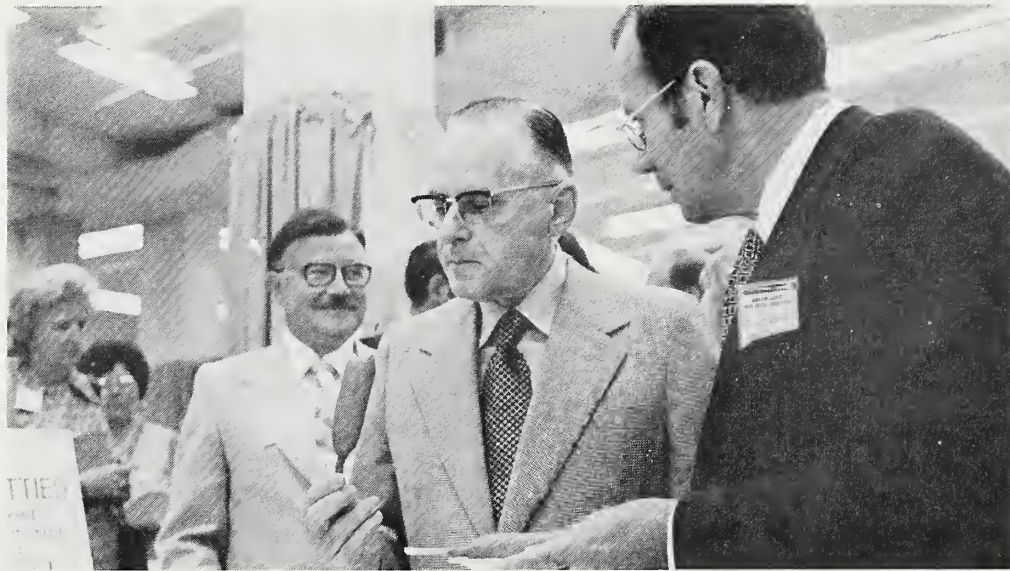
Another question raised now that we are no longer in the commodity business is the best way to handle the money that comes to us for commodity distribution. We in the department feel that in most cases commodities can be purchased most effectively in local markets. This means more managerial flexibility in individual operations. It will reduce the possibility of schools receiving food that is inappropriate for their specific needs.

At this time, 80 percent of the food served in the National School Lunch Program is purchased by the schools, the other 20 percent is USDA-donated food. In this situation, it makes sense that the government should no longer maintain the present distribution system. Sometimes, the Department of Agriculture may have to purchase a food item under Section 32, if there is over-supply. But this can always be done and distribution made through HEW, if they take over this phase of the program.

Today there are 51 million kids in school. About 44 million of these kids are in schools which offer hot lunch programs, and approximately 25 million of these eat school lunches on any given day. This



Secretary Butz talks with John Perryman, Executive Director of ASFSA (left), Lucille Barnett, outgoing ASFSA President, and Helen Walker, incoming ASFSA President.



John A. Murphy of Swift and Company, a member of the National Advisory Council on Child Nutrition, describes how industry supports the school lunch program.

means that there are 19 million kids who have access to school lunch but do not take part in the program, and another 7 million kids who do not have access to school lunch. This represents a part of the challenge that we face.

I lived in a dormitory for a while when I was in college, and then a fraternity. One of our choice pastimes was complaining about the food. The same is true today, but the kids line up today for the same reasons they lined up when I was in college, because the food is good. It's a better buy in terms of alleviation of hunger, in terms of nutrition and a balanced approach to health, and in terms of straight economics.

The people associated with our school lunch program have done a

great job in forming the eating habits of these youngsters. We are reaching more needy youngsters than ever before, and this has been a very important effort in the Department of Agriculture.

Around the world tonight, roughly two people out of three will go to bed praying to God or Buddha or Allah, as the case may be, "Lord, give me enough food to last through the day." And they will mean it. Tonight, in this country, two people out of three will go to bed with this prayer on their lips, "Lord, give me courage tomorrow to remain on my diet."

We live in a land where our concern is to limit our food intake. We produce our food efficiently, with less than 5 percent of the population on the farms (down from

45 percent on the farms when I was born), supplying this marvelous outflow of food and fiber, at relatively low cost, in terms of working man-hours.

We have learned how to feed ourselves better than ever before with just a shirttail full of manpower, and minimal resources, releasing manpower and resources to other areas.

Never before has food preparation and marketing taken such a small share of the typical family's working day. And never has so much built-in "maid service" been available in the form of frozen and processed foods. The amount of labor previously needed to prepare meals has been transferred out of the kitchen, back to the factory.

At the World Food Conference this fall, we will discuss ways to use food around the world. I am convinced that food is the most powerful single tool the United States has to build peace. And if there is any yearning universal in the heart of man around the world, it is for peace. Through food, we have the ability not only to raise the levels of health and happiness of youngsters and adults in our country, but to help bring peace to the world. Mahatma Gandhi remarked 30 years ago that even God dare not approach a hungry man except in the form of bread.

There's no use talking to a hungry person about freedom, human dignity or democracy. He will listen only to the person who has a piece of bread.

This is the language the United States are prepared to speak on the international front in our new role as the world's peacemaker; a language we are learning to speak effectively. And this is the language the people in our food programs use so eloquently every day on the domestic front.

Again let me come back to my starting thesis. We are a well-fed Nation. There's plenty of room for improvement. But I'm not ashamed of the progress we've made. You look back at the way we ate when we were youngsters, and the way we eat now. The progress has been terrific.

'Portable Mom' Serves Lunch

University of Montana caters hot meals to Missoula's elementary schools

By Ronald J. Rhodes

"I could eat the whole world in pizza!"

That's how one ecstatic grade schooler reacted the day pizza was on the menu for the Missoula elementary schools.

Pizza, roast turkey and hamburger are some of the popular entrees this Montana community's elementary students are enjoying for the first time at school. Lunches are catered by the University of Montana food service department.

Each school day three specially equipped trucks bearing such names as "Portable Mom," "Hope for the Hungry" and "Chew Chew" roll out of the loading dock at the university to deliver nutritious lunches to elementary students all over town.

Currently, the university prepares about 4,000 meals for the elementary students. Participation is about two-thirds the total enrollment, but it is expected to increase with the onset of colder weather.

"Much of the credit for the good response to the program goes to Sherrel Davis, food service director for Missoula School District Number One," explains Brisbin Skiles, the Montana State school lunch director who worked closely with the school district in developing the operation.

Davis launched a selling campaign to get parents, teachers, students and the general public firmly behind the plan. He made television and radio

appearances to discuss what the school lunch program would mean to students and how it would operate. He spoke at meetings of the Parent-Teacher Association and other community groups, and visited with teachers and classes.

"I also used the PTA talks to recruit hostesses to supervise serving of the lunches," says Davis. The hostesses have student assistants who do the actual serving. Students also clean tables and handle other cleanup work.

"It's really a big deal for the kids and they do an excellent job," he points out. "Occasionally, though, they get a little overly enthusiastic. One worker recently had to be reprimanded for cleaning the tables before some of the children were through eating."

At one school, students wrote letters applying for jobs with the lunch program. One successful applicant said that he might like to be a chef some day . . . and besides, "I need the money."

Enthusiasm for the lunch program comes from everyone—even the custodians. Chuck Davis, custodian at Central Elementary, talks with pride about the lunches. Cleanup? "No problem," he says, pointing out that the workload is actually less now than it was when the children ate sack lunches in the classrooms. At another school the custodian bought white shirts to wear to work so he can fill in as a server if he is needed.

Teachers, too, like the program. Although a free lunch hour is in the contract for teachers in the Missoula system, many have volunteered to help during the noon meal.

The program has been particularly welcome at schools with children eligible for free and reduced-price meals.

"You know, Johnny isn't mean . . . he's just been hungry!" acknowledged one teacher to Principal Glenn Hoffman after observing a complete attitude change in one of her students since the lunch program began.

Among the first to recognize the need for a meal in the elementary schools was H. H. "Toby" Wagner, currently principal at Roosevelt Elementary and for many years principal at Central. Noting the large number

of sack lunches being eaten at Central, he gave them close inspection.

"The cost of those sack lunches just seemed to increase every day," he explains. "I estimated that some of them cost 55 cents—and that was several years ago."

He also found the lunches inadequate from a nutritional standpoint.

"We tried to improve the situation by banning soda pop from the school," he says. But he still felt that a hot lunch was badly needed.

It was difficult for many children to go home at lunchtime. As neighborhoods around schools gradually changed from residential to commercial areas, students lived increasingly farther from school. Also the number of working mothers was increasing.

So Wagner and other school principals began to campaign for a food service. They soon secured the interest of community organizations such as the League of Women Voters. Two years ago a bond issue was passed to build a central kitchen. But after examining costs, catering from the University of Montana seemed to be a better plan.

"It's a good solution for the university and the Missoula elementary schools," says Carson Vehrs, director of food service at the university. "We went through a tremendous expansion in the 60's, but a 4-year college degree is no longer considered so valuable as it once was. This university's enrollment, like many others across the country, has declined."

So the university kitchen operated considerably below capacity. Preparation of the additional 4,000 meals for the elementary schools has enabled the kitchen to produce more in line with its capabilities.

Much of the reason for the smooth operation of the program from the very beginning is the detail of operation worked out by the school system and the university.

"We probably have the only restaurant in the world with a two-page recipe for serving a can of peaches," laughs Vehrs.

Specific instructions go to each school on what size serving utensil to use for each menu item to be sure quantities meet the requirements established by the Food and Nutrition Service for meals served under the

National School Lunch Program.

Too, a pilot program which operated for a month last spring in one elementary school is credited with working out a lot of the problems. During this pilot operation, a "Name the Lunch Truck" contest was held. The nine winners were "Chefs for a Day." They visited the university kitchen to see how the food is prepared and—the really big treat—got a ride in the truck. So each truck bears three names, one on either side and one on the back, complete with the name of the youngster who submitted it.

The vans are constructed to keep food at the proper temperature, even during Missoula's sub-zero winter weather. Portable heating and refrigeration units operate once the food is placed inside, during transit and after arrival at the school to keep hot foods hot and cold foods cold.

Davis has complete control over the menus, which are developed in 3-week cycles. Foods donated for the program by USDA are warehoused at the university and their value is credited to the school district account.

During September, 10 percent more food was being prepared for each school to be sure enough food was on hand for all students. According to Vehrs, this amount will gradually be reduced as principals and hostesses get more accustomed to estimating the number of children eating. Stand-by items such as block chili are kept in each school so additional food can be prepared if needed.

Even with the smooth operation from the very beginning, Vehrs and Davis planned a complete review of the program in October.

Vehrs says the elementary lunch program ties in beautifully with the university food service. The staff does "pre-prep" in the evenings when they are not busy. Major preparation comes early in the morning before the university food service demands begin.

Any big difference in serving college and elementary students? "College kids may try to make you feel good about the quality of the food you serve," says the university food service director. "Elementary kids tell it like it is." ☆

CANYON DEL ORO TURNS SACK LUNCHES INTO TYPE A MEALS

By *Benedicto Montoya*

Many teenagers live in a world where mashed potatoes and gravy have given way to french fries and catsup; where pudding comes in cans, waffles in boxes and foods that were once between-meal snacks very often constitute an entire meal. It's a world of mobility—sporty cars, 10-speed bikes—where a frenzy of activity is often preferable to reading a book or watching television. A life style where leisurely paced lunches "just don't make it."

At Canyon Del Oro High School in Tucson, Arizona, school officials have done away with the conventional school lunch; with trays, silverware, and the somewhat formal setting of a school cafeteria. In their place are lunch bags, sandwiches and finger foods—all good for eating "on the run" or under a tree, and in Canyon Del Oro, for increasing school lunch participation.

Canyon Del Oro High School is a typical public school, unique only in its somewhat beautiful but startling setting at the foot of one of Arizona's rugged mountains. Like most high schools, large crowds turn out for football games, while small ones show up for lunch. And this worried the school's food service manager, Lois Searer.

"Our lunch count was dropping and it disturbed me," comments Ms. Searer, who has since become school food service director for the entire school district. "Out of our school population of about 1,500, we were averaging just slightly more than 390 Type A lunches per day. We had to do something."

It was shortly thereafter that Ms. Searer heard about a high school in Las Vegas, Nevada, that had raised its participation by catering to student food likes.

"All of a sudden it came to me," Ms. Searer explains, "I had to start thinking like these kids think." She began by getting ideas about ways to make the school lunch program more acceptable to her teenagers.

"My ideas were not exactly like those in Las Vegas," she says, "but they were the same sort of ideas. I asked my supervisor if I could see what I could come up with, and she agreed." Ms. Searer enlisted the aid of two students, to serve as sounding boards for her ideas, and to provide the students' viewpoint.

From this, Ms. Searer developed a menu with items similar to food students purchased at the school's snack bar or in fast food restaurants. "I knew they would all like to eat out of the school's snack bar," she explains. "So I thought, 'Why not offer this type of lunch?' And that's what I did."

The Canyon Del Oro High School food service staff now offers two different sack lunches daily, one from the snack bar, the other from one of the two cafeteria lunch lines. Entrees like hamburgers, hot dogs, tacos, toasted cheese sandwiches, pizza, tostados, burritos and a variety of other hot and cold sandwiches are offered. The difference between these meals and those offered by commercial quick food stops, is not only the money savings—the school charges students 50 cents—but the carrot sticks, fruit, milk and other foods that make the sack lunches conform to USDA's Type A nutritional requirements.

However, Ms. Searer realized that simply changing the menu wouldn't necessarily mean student acceptance. "What I had to do," she explains, "was to get them excited."

Two weeks before the switch from conventional school lunch to sack

lunch, Ms. Searer, her staff, and her two student advisors began a campaign designed to create interest in the change. Posters proclaiming "It's coming," "Something's Happening," "We're Going Modern," "Tearing up the Menu," started the students talking. "And that's what I wanted," Ms. Searer explains. "I really didn't care what they said, as long as they talked about it. Some even guessed that I was going to raise prices."

When the sack lunch program began at Canyon Del Oro High School, participation in the Type A lunch program "skyrocketed." From an average of just over 390, participation nearly doubled. "And it's stayed right up there," Ms. Searer says.

Ms. Searer recognized the continued success of the new lunch pattern depended upon the attitude of her cafeteria staff. She explained that they were probably going to have to work harder with the new program. "I got kind of excited," she said, "and I got them excited."

Elsie Morrison, who has taken over as cafeteria manager from Ms. Searer, says the staff is happy with the new arrangement. "It was very depressing to see good food going down the disposal," she says. "We served the best food, but the kids just wouldn't eat it."

Equally important were the relationships and interest in school lunch that the school food service staff built with Canyon Del Oro principal Rick Wilson and the district's finance manager Les Follett. "Both have really supported our efforts," Ms. Searer says.

Ms. Searer and Ms. Morrison haven't finished with the Canyon Del Oro students yet. The ideas that have led them to success have fostered other ideas. Currently, they are looking into Type A diet plate and a breakfast

program for high school students.

But it has not only been at Canyon Del Oro High School where ideas about high school lunch programs have changed. At the other secondary school in the district a similar program has been instituted, and it too has met with success.

"Participation at that school is up by about 100," Ms. Searer points out. She considers this significant since the school, which has an open campus, is located in an area where

quick food restaurants have flourished. And, Ms. Searer adds with pride, "My idea has been picked up by a high school in the largest school district in Tucson, which has also realized an increase in participation in the lunch program."

Ms. Searer doesn't believe that her ideas about school lunch will work just anywhere. "What you have to do is adapt ideas to a particular situation and then hope that you are tuned into the way teenagers think." ☆



The sack lunch program gives students freedom to eat where they want. The outside

snack bar, which is open all school year, serves Type A lunches as well as snacks.



Computer Speeds Food Stamp Checkout

By James Lonsbury

A new "check-out" system that has several features which especially benefit food stamp customers is being tried out by Jewel Food Stores, a Chicago area based supermarket chain.

The new equipment, in use at Jewel's new Grand Bazaar Shopping Centers, is known as "ESIS" for Electric Store Information System.

Al Kara, Jewel's service operations manager, explains that formerly the stores used individual cash registers to record sales and transactions. But with ESIS, they now have one system linked to a single brain that can record all transactions at one point. All orders and sales, including food stamp transactions, are stored in the computer where the supermarket chain can retrieve the information.

"ESIS helps the customer in two ways. It speeds up the checkout process, which obviously is very important. And it gives the customer more information on the sales receipt. The system performs such calculations as the computation of tax."

As an example, Kara cites the sale of soft drinks involving a bottle deposit. The portion of a soft drink sale attributed to the bottle deposit is pulled out of the total upon which tax will be computed.

"This," he says, "assures that the

customer will not be charged tax on a non-taxable item."

According to Kara, customers move through checkout lines in ESIS-equipped stores at a rate that is 10 to 15 percent faster than under the old system. As a result, shopping is more pleasant for the customer, and there is a substantial saving in operation costs for the store.

Formerly, a cashier ran two separate orders for food stamp users, one for eligible items and one for ineligible items. Under the new system at the Grand Bazaars, each item in the store is classified as eligible or ineligible for food stamp purposes. The checker merely punches the proper key or keys along with the price of each item, and it is not until the cashier or checker punches the key to deliver a sub-total of merchandise being purchased that it becomes necessary to know whether the purchase is to be paid for with food stamps or cash. When the cashier has this information, the order is completed and the terminal delivers a tape.

In food stamp purchases, the tape shows the prices of items purchased, a sub-total of merchandise, the dollar value of food stamp items and merchandise to be paid for in cash, sales tax on the cash purchase and the total cash to be paid. (In the State of Illinois, sales tax is not charged on

purchases made with food stamps.)

The tape also shows the amount of cash purchases, the change from the cash portion of the transaction, and the amount of food stamp change to be refunded to the customer in 50-cent coupons. And at the bottom of the tape there is a printed food stamp credit slip for any amount under 50 cents due the customer. Customers can use this credit on subsequent visits to the store.

Having food stamp eligibility classification an automatic part of the checkout procedure also helps to avoid inadvertent errors.

But the biggest boon of the system is that stores using ESIS do not have to separate eligible and ineligible food stamp items. Under the old system, it was a problem when a customer failed to inform the checker that he or she was a food stamp user. When a customer failed to so notify the checker, it was necessary to unpack the bags and re-check the entire transaction.

But not under the new system. ESIS is so versatile that the checker can correctly tally the sale, even when the customer doesn't give advance notice. ☆

With new electronic checkout equipment, receipts include the dollar value of food stamp items, change to be refunded in 50-cent coupons, and food stamp credit for amounts under 50 cents.

Family Recipes: Authenticity is the Test

By Joe Dunphy

As long as there are two people in a kitchen, chances are there will be at least two different recipes discussed for any dish.

"If there's one thing we've learned, it's that there is no single correct method of preparation," said Nada Poole, project director of the FNS effort to gather and publish ethnic recipes for food stamp recipients.

One of the major results of the project will be a Puerto Rican cookbook, replete with easy-to-follow directions and illustrations.

The seed for the project was planted several years ago when FNS first printed its Thrifty Family Recipe

Series. Searching for ways to reach the ethnic community, the agency translated the series into Spanish.

"Although we were on the right track in trying to reach the ethnic population," Nada Poole said, "we also had to realize the recipes in the series were mainly mid-western types and not necessarily the kinds of meals Spanish-speaking families would serve."

"We felt that instead of developing recipes here in Washington, we'd go to the people and ask them to show us how to prepare their traditional foods," she explained.

So, in order to bring authentic and usable recipes into the hands of food

stamp recipients with different cultural backgrounds, the unique venture in field recipe gathering and testing was undertaken.

This process broke down a few long-standing beliefs about cooking held by Ms. Poole and the other members of her team, Toni Robin, of the Northeast Regional Nutrition and Technical Services Staff, and Amanda Anderson, of the Agriculture Research Service in Beltsville, Maryland.

"Every home economist knows you cook rice with one cup of rice and two cups of water," the project director said. "But the women from the Puerto Rican Community made theirs with one cup of rice and one cup of water—and it was good!"

"Now, who's to say what is valid?" she asked. "In Puerto Rican cookery, the valid way is one to one."

Ms. Poole explained that the object of the project was to gather a



Extension aide Ana Rodriguez prepares pork shoulder for pasteles, steamed meat patties, in the final stage of taste-testing.

sampling of Puerto Rican recipes, not to prepare a universal cookbook.

"What we're trying to say is: Here's one way to do something and not THE way," she said.

The Puerto Rican recipe collection was a two-pronged effort in the field. The first step took the USDA team to Philadelphia and Reading, Pennsylvania, for several days each to observe, record and taste-test almost fifty recipes prepared by Puerto Rican-American extension aides and volunteers from the Puerto Rican communities.

The three home economists found that like Navajo and Mexican-American cooks they had worked with before, the Puerto Rican volunteers "cooked by hand."

Many of the volunteer cooks didn't have any written recipes—they worked with "a handful of this" and "a handful of that." For example,

when they were making rice dishes, they would take a bag of rice and pour it in without measuring. To determine the proportions for recipes, the home economists measured the rice left in the bag.

After the team recorded the measurements and techniques, Amanda Anderson took the recipes back to the ARS laboratory to have them standardized for a 6-person family. The standardized recipes then went back to be taste-tested by Puerto Rican-American residents in each city. The Reading recipes were tested in Philadelphia and vice versa.

This switch allowed the home economists to check the authenticity of the recipes. They found that most recipes were basically acceptable to the testers, and that differences were usually the result of individual tastes.

Two of the extension aides in Philadelphia, Ana Rodriguez and Iris

Adorno, spent several days diligently preparing the standardized recipes for testing.

"I wouldn't have done some of the things the instructions called for," said Ms. Adorno, "but the dishes came out good."

In this second stage, the USDA team made some corrections and modifications in the recipes.

For example, Ms. Adorno noted that instructions called for rolling pastelas (steamed meat patties) in such a way that they would break apart after they had been wrapped in aluminum foil and put in the steamer.

She showed the USDA home economists another method, and they changed the recipes to include the new process.

When it came time for a final verdict, the recipes were greeted with much praise from the testers.

In Philadelphia, two of the testers



To insure consistent results, extension aide Iris Adorno closely follows cooking instructions for sancocho, pigs feet stew.

were well-known members of the city's Spanish-speaking community, Matilda Burnick and Carmen Aponte.

Matilda Burnick is project director for the Nutrition for Elderly Persons Program, administered by the Philadelphia Corporation for Aging. She attended one of the tasting sessions at the First Spanish Baptist Church in the city, which was also one of her program's sites.

"The food was great," she said. "The Puerto Rican hand was definitely in the cooking."

While the extension aides and the USDA team were preparing dishes in the church kitchen for testing, Carmen Aponte was supervising preparation of a meal for the senior citizens' program.

Ms. Aponte, a leading figure in the community and a member of the Council for Spanish-speaking Organizations is also a first-rate cook.

After sampling a serving of Arroz con Pollo (Rice with Chicken), she went into great detail, describing the qualities of the dish as only an expert can.

And, in filling out her scorecard, Ms. Aponte added some written comments that went into such detail as how many times a combination of ingredients should be stirred.

Toni Robin explained that the actual testing was done with very specific instructions. Score sheets had the name of the dish and five stars. Testers were told to circle the number of stars they would rate the dish.

Amanda Anderson said that of the 34 recipes evaluated by the Puerto Rican testers, only seven were rated as not acceptable. She said the passing recipes had to have an average grade of four stars.

"Most of the recipes did very well," she said, "especially since many have

never been written down."

Nada Poole credited much of the success in organizing the project to people from the local extension service and Casa del Carmen and Spring Garden Neighborhood Centers in Philadelphia and Reading.

"The local cooperators made arrangements for the kitchens used in testing, did most of the shopping and made arrangements for volunteers and aides to show the home economists how to prepare Puerto Rican foods," she explained. "They also enlisted people from the communities to do the taste-testing."

Other projects are also underway with recipes being gathered from Mexican-American and Navajo Indian communities.

"We need to pay this kind of attention to all of our cultures," Nada Poole said. "These are customs that must be treasured." ☆



Volunteers in Philadelphia meet at the First Spanish Baptist Church to taste-test the standardized recipe for bread pudding.

EMERGENCY HELP FOR TEXAS FAMILIES

By Melanie Watts

MARY is certified to participate in the food stamp program but the card which she must have to purchase her stamps has not yet arrived in the mail. Her card should arrive soon, welfare officials assure her, but meanwhile, she has no money and two small children to feed.

Fortunately, there's a private organization in Mary's town that takes care of such emergencies. The Garland Assistance Program, in Garland, Texas, directs people to agencies that can help them, and if there is no program for the problem they have, GAP provides assistance.

Mary explains the situation to GAP administrator Briann Clark, who then writes out a grocery order for \$15, an amount that should tide the family over until the authorization card arrives in the mail.

And that's been GAP's function since it started in 1930, to help low-income families over the rough spots. Manie Crenshaw, a wealthy resident, handled the program by herself for many years, distributing food and clothing out of the back of her station wagon. Some of the items were donated, but she purchased the rest.

Then in 1962, the United Way took financial responsibility for GAP and today supplies 100 percent of the operating budget, which is \$200 a month. This amount must pay for everything but the salaries of the GAP staff, Ms. Clark and her secretary, Barbara Godwin. GAP receives about three-tenths of the total United Way budget.

The City of Garland furnishes the GAP building and pays the utilities.

"The grocery orders have been used since 1950," says Ms. Clark. "All the grocery stores in Garland accept them."

The grocery orders are redeemable for the same items as food stamps. But Ms. Clark does make excep-

tions when there's a special circumstance.

"One family's son was starting a waiter's job but hadn't been able to shave in several days because he couldn't afford razor blades," Ms. Clark remembers. "So I made provision for some on the grocery order."

Unless there are special items the family needs, Ms. Clark doesn't specify purchases on the orders. She does, however, suggest inexpensive yet nutritious foods such as powdered milk and peanut butter.

If a family comes to GAP needing food assistance, and hasn't already applied for food stamps, Ms. Clark sets up an appointment with the certification workers located in the GAP building. The workers are from the Texas Department of Public Welfare, which administers the food stamp program in Texas in cooperation with the Food and Nutrition Service.

"Garland residents used to have to travel about 20 miles for food stamp certification," says Ms. Clark. "But now we have workers in our building 5 days a week. It's convenient for everyone concerned."

But often when families are certified for food stamps and then receive their authorization cards, they don't have enough money for the first purchase. Again, GAP is there.

"If they are legitimately out of money for good reason, we will buy their first allotment," says Ms. Clark.

GAP's budget isn't large enough to support a family for any length of time. GAP's function is to step in when assistance programs can't provide all the help a family needs.

Another GAP service which benefits food stamp recipients is a file of coupons which provide discounts on food items and household goods.

The coupons, clipped from magazines and newspapers, are filed according to categories and are made available to everyone who visits the

GAP office. There are many contributors.

"Our biggest contributor is a senior citizens' center here in Garland," says Ms. Clark. "I put a plea in the paper, and the response has been great. We get them from clubs, churches and private citizens."

Recently, GAP's station wagon was available on a regular basis for trips to the post office for persons needing to buy stamps. There is only one post office in Garland that sells stamps, and it's quite a distance from most of the recipients' homes.

But the volunteer driver left and the service has been temporarily discontinued. In its place, GAP issues gasoline orders to help families get to doctors' appointments, and buy their stamps and groceries.

"Many of our clients don't own cars so they get neighbors and friends to drive them," Ms. Clark explains. "Since we can't offer them transportation, we help out on gas whenever they find a ride."

Another order that GAP issues is for prescription drugs. Each week, county nurses sponsor health clinics at the GAP office. For any prescription a family receives and can't afford, GAP writes out an order which is accepted at most drug stores in town.

Ms. Clark plans to hold a series of classes on such subjects as nutrition and good consumerism. "These people need help along the lines of what foods to buy for good health and how to get the most out of their food buying dollar."

GAP's motto is flexibility. There are no defined guidelines as to which problems GAP handles and which problems it doesn't. Each case is studied and if a real need is determined, GAP provides assistance.

For Mary, and about 160 others each month, it's a good thing GAP is there.

☆

CO-OP BUYING FOR SCHOOLS: TWO APPROACHES

By Katherine G. Thomas

Dean Parks, co-op representative and superintendent of Mulvane Schools. "I know what we're paying for these items, I know what they're paying on the open market, and there certainly is enough difference to be involved in it. We think it's been great."

The chairman of the food bid program is co-op representative W. H. Phillips, superintendent of the Haysville Schools. In administering the program, Dr. Phillips works closely with Haysville Schools' food service director, Alice Culver.

"Ms. Culver does the actual foot work and the letting of bids, the receipt of bids and even the acceptance of bids," Dr. Phillips explained. "Any changes in the original product specifications have come from Ms. Culver's recommendations and suggestions."

The food bid offers a variety of products from which the schools may choose. As with the parent program, schools do not have to submit an order for all listed products, and they may order as many or as few items as they wish. The bid covers six areas: canned fruits, canned vegetables, canned and fresh meats, paper goods, frozen foods, and spices, plus a supplemental section added this year for commodities. Kansas is the first State to elect to receive cash instead of USDA-donated foods, and the bid has been expanded to accommodate all the items formerly obtained from the Federal Government, according to lone George, State director of school food services.

The bid items fall into two categories: those ordered "as needed," such as meats and frozen foods which some schools find difficult to store, and supplies which are more easily stored, including canned foods and paper products. The second group constitutes the

major delivery, or "drop."

In the beginning, the food co-op conducted only one bid a year, however, very few vendors were willing to bid on this basis. There are now three bid periods.

Ms. Culver found the co-op could save money if the first and last bid periods were short term, each with one delivery. Because of this, orders for the first bid period, September and October, must be received by Ms. Culver no later than June of the preceding school year. The second bid period is the longest, and has two deliveries.

The bid process begins when a list of the items on bid is sent from Haysville to the school districts. There the amounts needed are computed, and returned to Ms. Culver. She combines the orders and inserts the total number of items on a bid sheet, which includes the number of cases in each delivery. This bid sheet, along with a cover letter explaining the terms of the bid, is sent to the vendors.

After the bids are returned and awarded, Ms. Culver sends specification sheets, complete with company name, brand name and price, back to the schools. The schools use these sheets to make up their purchase orders. Orders for "as needed" items are sent by the districts directly to the vendors. Purchase orders for all other items are sent to Ms. Culver, who sends them to the vendors. Because, by the terms of the bid, the co-op is not responsible for payment, vendors deal directly with the schools for billing purposes.

On the whole, relations between vendors and the co-op have been satisfactory.

"My feeling is that we have had

Alice Culver, food service director for Haysville Schools, examines a meat shipment in the district's central freezer.

KANSAS

The idea behind cooperative purchasing, to realize dollar savings from the increased buying power of individuals or groups, is not a new one, but it is becoming increasingly popular in these days of fluctuating prices and uncertain market conditions.

One cooperative food buying program has been operating in Kansas since 1969. It's part of a larger cooperative program, the South Central School Purchasing Association, which allows participating school districts to purchase from any or all of its 10 buying areas, ranging from food to custodial supplies.

The co-op originally extended to more than the present 10 areas, but members recently cut out some items which were not purchased in large quantities, like audio-visuals.

"I think in all of the areas that we still have, food is probably the most important item to us from the standpoint of economy," said



real good cooperation from the vendors," said Dr. Phillips. "We have gotten a little irritated when, in the ups and downs of the food market, vendors would call and say they couldn't supply us at the prices quoted. We have allowed them, on two or three occasions, to increase prices. When the meat market was in the climbing situation it was in last year, we felt we had no other way."

Often, vendors send their representatives to Haysville to discuss a new item and ask that it be put on bid. Ms. Culver feels this interaction helps upgrade the food program. If it is an unfamiliar brand, samples are requested for testing. In these cases, as a precautionary measure, an extra sample is put in stock to compare against the delivered order.

"The man from the State Department of Health here in Wichita will check anything we want—he'll run an analysis on it for us. This is done on all meat deliveries," said Ms. Culver. "We called him in one time on green beans we didn't think met the specifications—they didn't, so they were pulled off the market entirely."

The original food specifications were based on information from the "School Food Purchasing Guide," a book published by the American School Food Service Association. Vendors were also consulted about specifications.

One vendor replying to a request for information on buying from a Kansas Association of School Business Officials Committee cited several factors affecting the price of an item, and a vendor's desire to bid in any purchase-bid program. He pointed out that buyers should have a definite commitment to avoid over-bidding and under-ordering, as well as uniform, easy-to-understand specifications with follow-through in the schools to check items ordered against the items delivered. With the increased cost of transportation, the vendor suggested consolidating deliveries, or, at the very least, specifying delivery schedules on bid requests.

Dr. Phillips and Ms. Culver have considered the idea of

consolidating deliveries into one drop. This would involve distributing all supplies from a central point. Because delivery costs are added to the item cost when a vendor submits a bid, reducing the number of deliveries might result in significant savings.

Ms. Culver pointed out that the feasibility of this approach would depend on transportation and storage capabilities in the districts and the cost of transporting food to the districts compared to the amount saved by a single drop.

As food service director of Haysville schools, Ms. Culver handles the food needs of her own district in addition to her other co-op duties.

"We have one complete warehouse and it houses everything that is ordered for the schools," commented Ms. Culver. "My warehouse is part of that big warehouse."

District delivery men transport supplies from the main warehouse to Haysville schools as part of the regular daily delivery route which picks up and deposits laundry and delivers mail. The personnel at each kitchen check in each delivery carefully, and Ms. Culver attributes the low pilferage rate, at least in part, to this procedure. The schools have enough storage for 2 or 3 months of food, which cuts down the size of each week's delivery. Large deliveries are made at the beginning of each bid period as the products arrive from the vendors, and kitchens request supplies in the weekly deliveries as they use up individual products.

To accommodate a growing need for food storage facilities in nearby Derby School District, a central storage space was developed from a seldom used area beneath the high school auditorium. The staff finds this arrangement both simplifies inventory procedures, and utilizes wasted space.

In Mulvane School District, supplies are sent from the primary school to the other three schools in the district.

"Transporting food from the primary school to the others was never a major problem in this district," commented Superintendent

Parks. "We really didn't have to make any special arrangements as far as transportation because we already had our own vehicle, and our custodial staff works on a rotating basis."

The consensus among members of the bid program is that the co-op is a success. However, as with any project, there are drawbacks to be weighed against the advantages.

M. L. Williams, the new superintendent of Clearwater Schools, recently moved from a district without a co-op. He pointed out that cooperative buying necessitates working within a different time frame—rather than planning only a week or a month ahead, managers have to plan as much as 4 months ahead. Ordering foods as needed also eliminates the storage problems involved in quantity buying.

Dean Parks mentioned a weakness in the program that a number of the members are working to rectify. "I think we need tighter specifications to be sure that what is bid is what we want."

"A lot of times we get something that we think is really inferior to what we want, but if we go back and look at those specifications as a vendor would look at them, he gave us what we asked for."

Difficulties of this type are topics at co-op meetings. Representatives in the co-op, usually school district superintendents and assistant superintendents, meet periodically to discuss the business of the group, ways to increase efficiency and reduce costs. At a recent meeting, co-op members discussed the possibility of computerizing specifications.

Although most of the co-op members agree that their program is saving them money, the exact savings as yet has not been determined. This year, the amount of time spent on the food program, as well as miscellaneous charges such as postage and paper costs, is being recorded. This study should give the co-op participants a better idea of the dollar savings. However, members also agree that the program provides a convenience to them which can never be adequately measured.

MICHIGAN

For more than 15 years, Michigan's Oakland County Schools have successfully used a cooperative food buying system which not only gives the participants more purchasing power, but is also a mainstay of the county's broad staff-development program.

The unique aspect of this plan is that the 20 to 25 participating school districts bid for food as a group and purchase as individual districts. The purchase-bid process establishes the price, quality, quantity and the three suppliers from which the bid items will be ordered. This arrangement compensates for the lack of volume purchasing at the district level and gives school lunch managers valuable experience in product evaluation and purchasing.

"This program has had more far-reaching effects than just a bid program as far as teaching people about the whole area of purchasing," said Vera Jehnsen, director of school food services for Oakland Schools. "The basic principles involved will carry over into purchases of other food items as well as equipment."

Before "can-cutting" begins, school lunch director Doris Darling and county food service supervisor Vera Jehnsen strip off can labels and code cans.



Ms. Jehnsen explained that there are a couple of ways of purchasing in a bidding system.

"If this were a single school district, and I had the absolute control and one warehouse, I would order, or I would bid, by item," she said. "But we have a lot of small school districts and none of them can do this. We have to have enough volume to make it worth while for one 'drop' or delivery."

The program was tailored to meet the needs of Oakland Schools based on the limited amount of storage in individual school districts.

The vendors warehouse food and deliver it on an "as needed" basis under the terms of an agreement which calls for a minimum amount for each delivery. The agreement also stipulates that districts can order supplies not on bid from the vendors, which makes the minimum delivery aspect more attractive to the school lunch directors. This system also has advantages for the vendor.

"We know that companies go on bid, not necessarily for bid items because these are just large volume," Ms. Jehnsen pointed out. "They often go on bid for the other items that go along with bid items. For example, a company can sometimes make more on a pound of pepper than it can on ten cases of a bid item. If a food service director is calling in a bid order, he or she may also order other items."

The school food service programs are continually looking for ways to cut costs. "We're encouraging a single drop or a central delivery place within the district," added Ms. Jehnsen. "The disadvantage of our current arrangement is that the company may have to deliver to five schools in a district, which would cost more money."

The Oakland Schools' program has two bids a year, each for a period of 3½ months. Before a bid is awarded, Ms. Jehnsen supplies each district with a list of the items open for bids and the product specifications. The districts then fill out an order sheet, which has a breakdown of the items, and return it with the number of items needed by each school in the district.

The orders from the school districts are combined and entered on a bid sheet, which is sent to various suppliers for bids along with a "Notice to Bidders." This notice covers procedures for submitting a bid, as well as an "alternate bid," conditions for prices, and terms for deliveries. Quantities, packing, and grading provisions are also included. The company submitting the bid signs the bottom of the notice and includes the payment terms it expects.

The company returns the signed notice, and the bid sheet complete with information on product, label, unit or case price and the total cost of the number of items requested, and sends samples of the specified items. The suppliers have from 1 to 2 weeks to send back the bids. Bids are accepted on a list of over 50 items which are, for the most part, canned goods.

The next step is can-cutting, a 2-day process which involves comparing the same items from different vendors. Representatives from each of the participating districts take part in the can-cutting at the test kitchen in the Oakland Schools' Building. Ms. Jehnsen encourages districts to send at least one representative from each district, and unit managers if possible.

"The can-cutting gives each food service director and members of their staffs the opportunity to discuss aspects of purchasing and gain a rapport with people in other districts, as well as compare products," explained Ms. Jehnsen.

When the group meets, the unlabeled cans are opened, the contents weighed, then examined and tested. Each item is rated and the best in each category is selected on the basis of quality and cost. The three companies which have the most products with the highest ratings are selected as suppliers. Items which are highly rated, but produced by a company other than the ones selected, are distributed among the three main suppliers.

Ms. Johnson pointed out that the program has remained basically true to the original bidding concept, although some changes have been made.

"We used to have salt on bid. Now, the salt market is so stable that on a 100-pound bag we might have six companies bidding, and the difference in price might not vary 5 or 10 cents. And there is no educational advantage in looking at salt—salt is salt."

The primary difference, she has found, between the program's present operations and the original plan is the involvement of the business officials to whom the food service directors report. They helped institute the program, but as the food service people proved their competency, the business officials' role has been phased out. The responsibility now lies with the food service directors.

However, the program has not always run so smoothly. "Any kind of a purchasing or cooperative program is going to have some problems in the beginning because people have to agree that they are going to agree," Ms. Jehnsen pointed out.

"At first, our people did not understand the program. We had to teach them not to bid if they are going to be unhappy that a particular brand does not get the bid."

One major area of contention was the differences in school buying codes. "This was where the business officials helped," the director of school food services said. "The schools had to agree to abide by the rules that applied to all, and it took years to overcome the idea that 'my way is best.'"

"When I first started in this program 10 years ago, there was a much greater difference in quality from company to company than there is now. This means that we can go much more on the basis of low price, than we once did. I think in a program such as ours, vendors also know what we will accept."

The program began as a cooperative effort to meet the needs of the schools not only in products, but also in services such as special education. Oakland's school districts vary in size from about 5,000 students in some of the smaller districts, to a student base

of 25,000 in Pontiac. A small district may have one or two children with physical handicaps but lack the staff to effectively deal with these problems. By combining the districts, Oakland Schools are able to act as a resource center in this area. Children are sent on referral to the clinics at the Oakland Schools' Building for special services. A trained staff is also available to work with teachers and administrators; to help them deal with handicapped children who attend school in the district.

Drawing on her extensive knowledge of training, Ms. Jehnsen developed a cooperative-type food service training program on the county level.

Ms. Jehnsen's program offers classes on food preparation and purchasing, nutrition, sanitation and safety, record keeping, introductory management, and personnel. Participation is strictly voluntary; however, as an incentive a silver pin is presented to participants who complete the entire 150-hour program. Last year, 19 persons completed the 150 hours required to receive a pin. Each class will be offered once this year, and Ms. Jehnsen expects total attendance at this year's sessions to range between 250 and 350.

"This program is not the complete answer to the training problem," she said. "But it helps with theory, and broadens the point of view of the people who have experience in only one school district."

As part of the broad staff development program, about 25 food service directors meet in Oakland Schools' building once a month. These meetings have a regular agenda, which includes discussions of State and national announcements as well as mutual and individual local problems.

"Now when salesmen call on people in the districts and make some fantastic claims nutritionally, or requirement-wise, our people scrutinize the information they are presenting much more closely. They make these fellows explain their claims," said Ms. Jehnsen.

Any questionable claim is referred to the Oakland Schools' office where

the staff is able to stop prospective problems before they get out of hand.

The advantages of the food bid program, aside from dollar savings, were summed up by a fact sheet distributed by the county. "We feel we have a program which has

had value beyond any direct benefits realized from the program itself. This one program has opened the door to the whole area of purchasing as those in the program become more knowledgeable in how and what to buy." ☆



School lunch supervisors Doris Darling and Helen Taylor begin "can-cutting." Contents are emptied into sieves where they drain



for 2 minutes before being transferred to pans for weighing. Then the juice is returned to the original container.



School lunch directors Hugh Hinkley and Frances Price record the product's actual drained weight. Samples are examined, com-



pared and rated by a vote among the participants. Edna Morris and Renes Donaldson examine and taste-test samples.



Edna Morris returns products to original cans which are sealed and, later sent to State hospitals or wherever they are needed.



Above, Vera Jehnsen discusses food borne illness in safety and sanitation class, one of the in-service training programs offered.

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